

2018 Popcorn Sale

Dear Fellow Scouts and Parents,

It's time for our annual Popcorn Sale! As a Scout, you will raise money to help support your Pack or Troop and Aloha Council programs while earning great prizes. So join thousands of Scouts and grab your take-order form, a buddy, and **start selling August 1st**.

Once again this year we have some exciting prizes and adventures to reward you for your popcorn selling success! We have some bonus prizes for Scouts to choose in addition to the prize at their sales level. Set your goals to reach the \$300 Club, the \$650 Club, or the \$1,500 Club! Check out the prize brochure for more details.

For those customers that want to support Scouting but do not need the popcorn, they can participate in our highly successful Popcorn for Our Troops Program. Customers may purchase popcorn to be sent to the men and women serving our country.

Getting started is simple:

- First, take a moment to sit down as a family and review the sales guide material
- Set a personal goal based on the prize level you wish to reach. Look for the prize flyer for more information about each level
- Log on to trails-end.com to set up your online sales account. **Online sales earn 50% commission!**
- Combine store front sales and online sales with your take-order sales for even bigger rewards!
- Practice your sales pitch
- Hit the streets and bring in the orders!

One of your unit leaders will serve as the popcorn Kernel and will have additional order forms and materials for you. Your unit may also be receiving Show 'N' Sell product by August 25th, allowing you to take orders and deliver the product at the same time. While you can sell in many different ways (parents selling at work, friends and family, etc) going door-to-door is the most effective way to sell popcorn. Combine that with store front and online sales to friends and relatives living across the country.

You can begin selling August 1st. *A Scout is Trustworthy.* Do not sell prior to August 1st. If your unit is one of the few that does not participate, but you wish to sell popcorn, please call the Popcorn Team at 808-595-6366 for details on how to participate individually. Be sure to check out the popcorn page at scoutinghawaii.org for more information.

Good Luck and Happy Scouting,

Your Aloha Council Popcorn Team



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